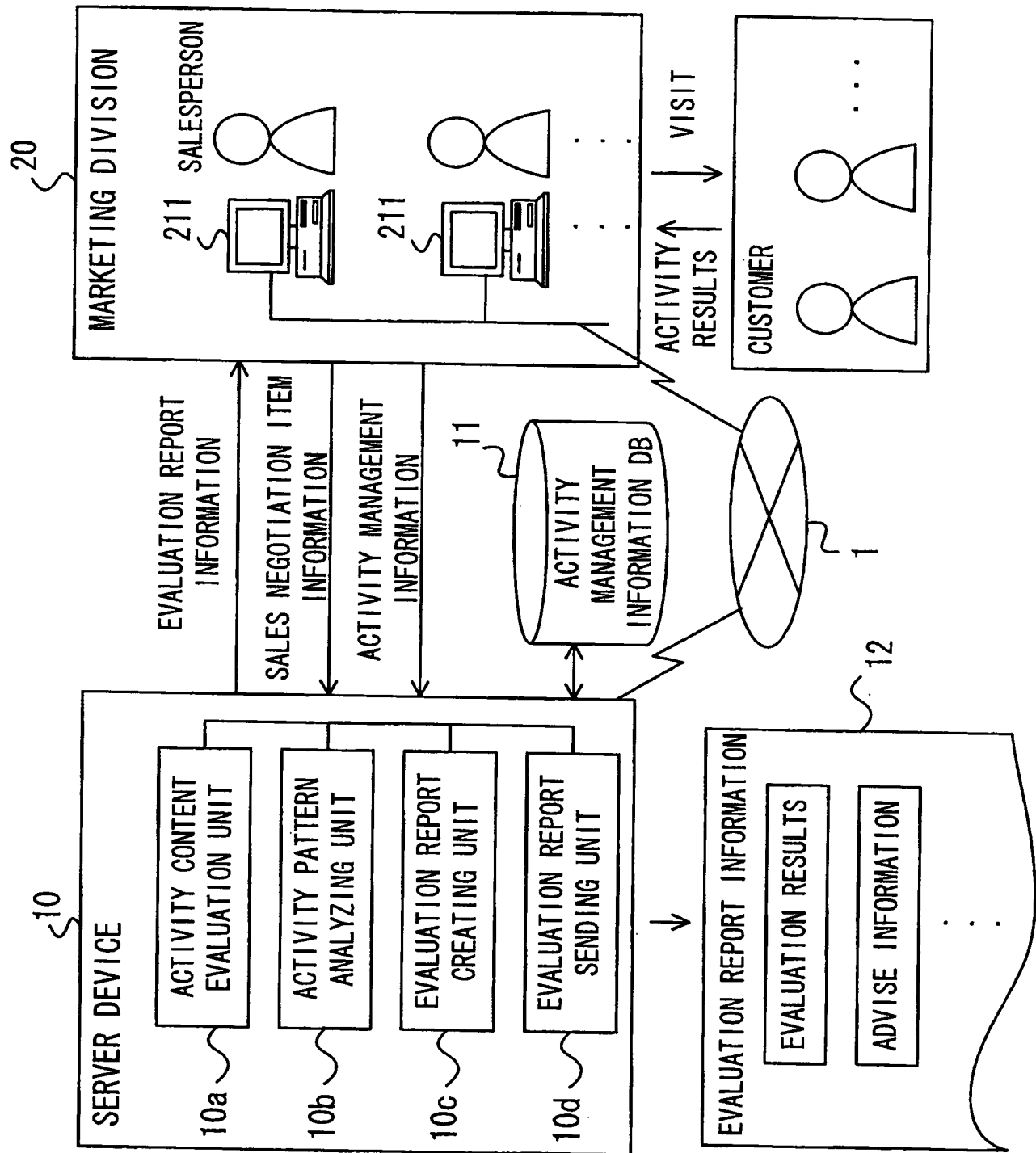
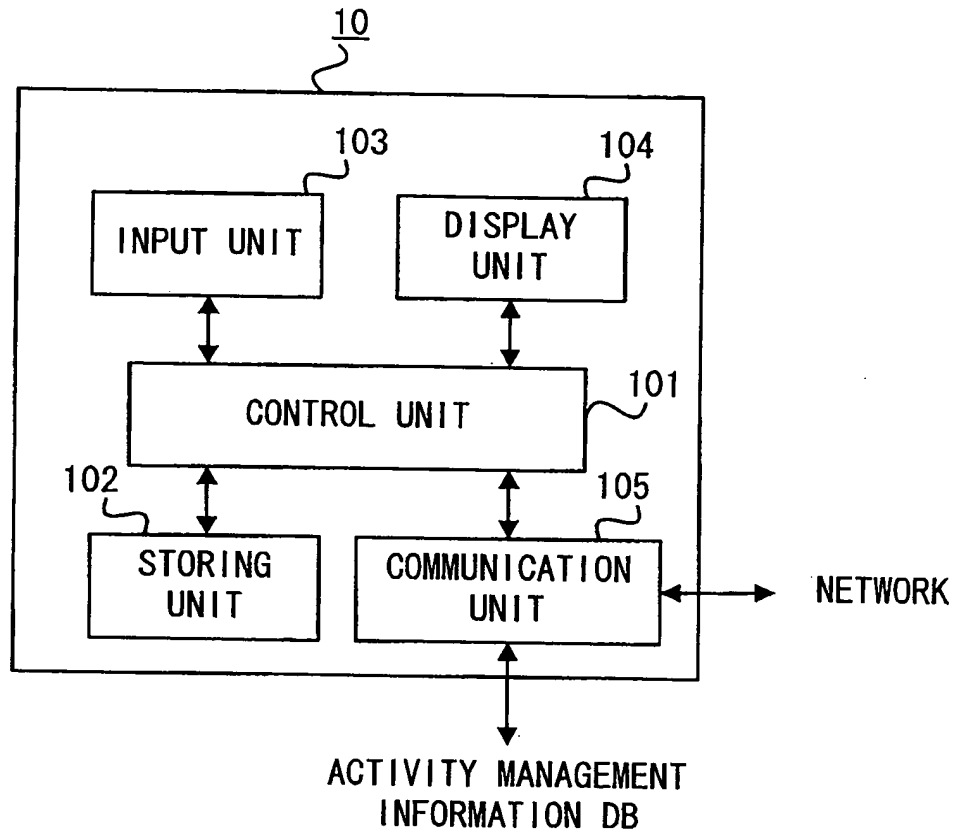


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FIG. 1



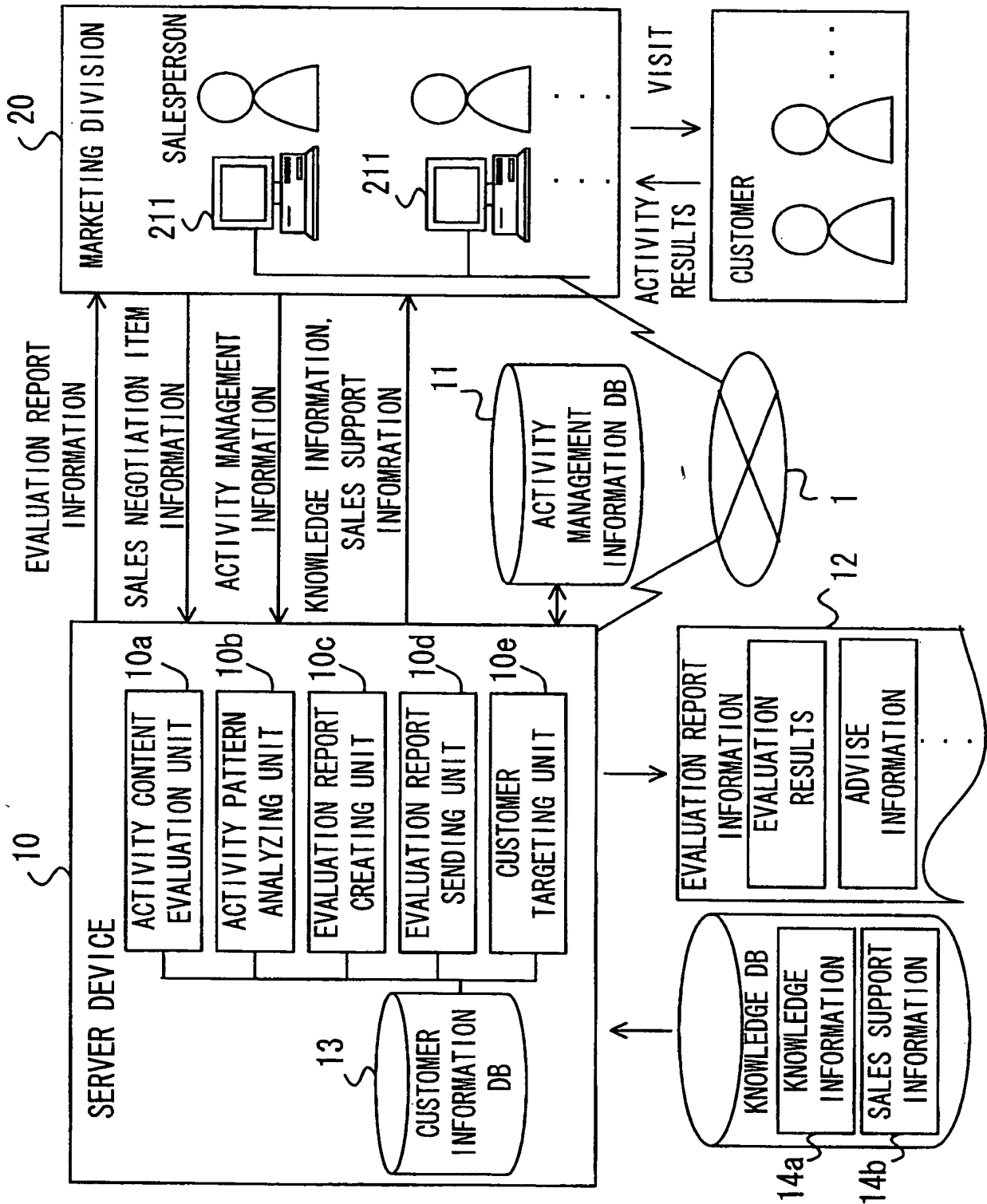
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FIG. 2

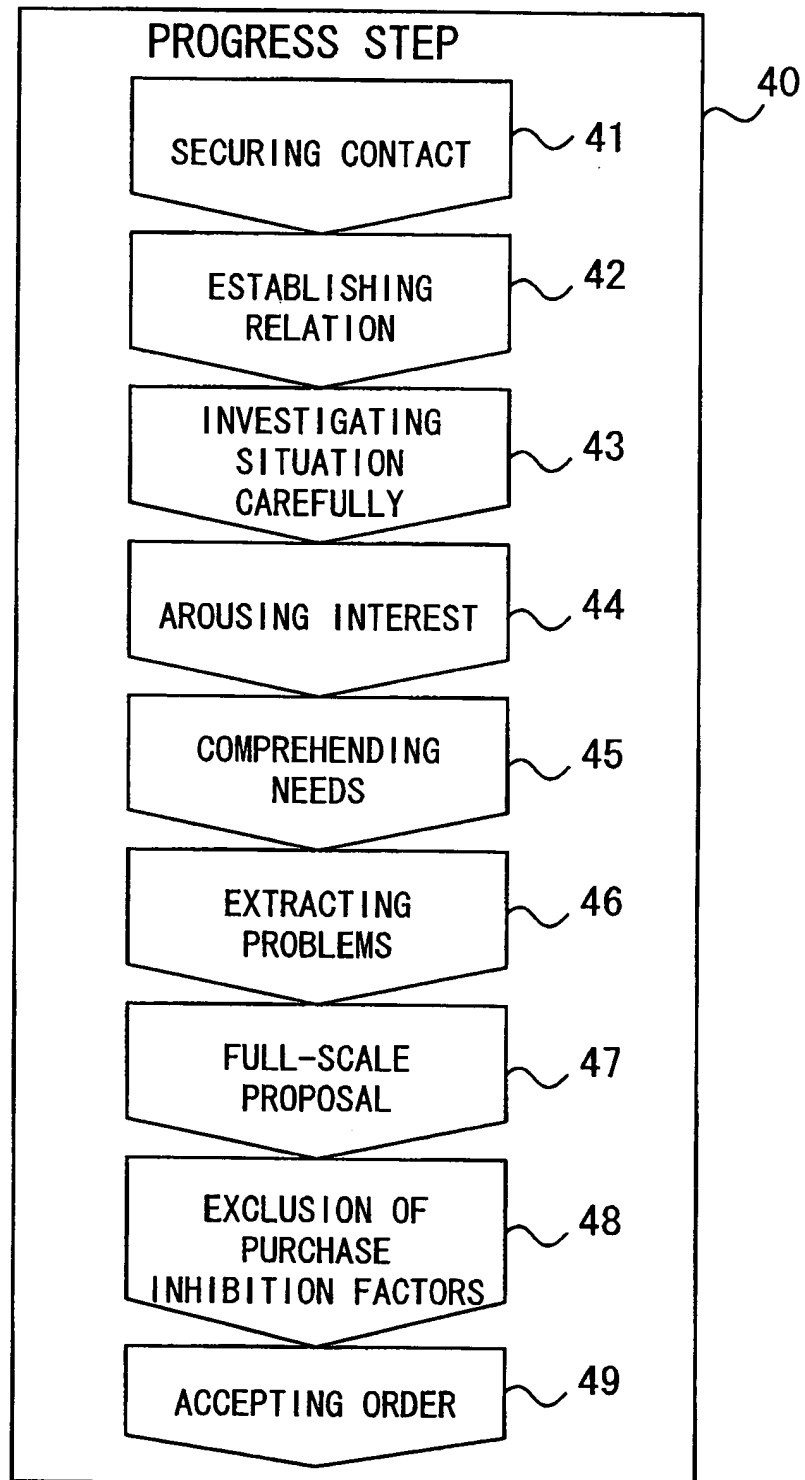


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FIG. 3



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FIG. 4



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FIG. 5

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FIG. 5

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SALES COMPANY NAME				TOKYO R	
DEPARTMENT NAME				FIRST DEP.	SECOND DEP.
NUMBER OF SALESPEOPLE TOTAL				34	19
NUMBER OF REGISTERED ITEMS	ONGOING ITEMS (2002/2/2)		TOTAL PER PERSON	7 0.2	7 0.2
	LOW	LEVEL 1	ITEMS PER PERSON	5 0.1	60 3.2
		LEVEL 2	ITEMS PER PERSON	0 0.0	0 0.0
		LEVEL 3	ITEMS PER PERSON	0 0.0	1 0.1
	MEDIUM	LEVEL 4	ITEMS PER PERSON	0 0.0	1 0.1
		LEVEL 5	ITEMS PER PERSON	0 0.0	3 0.2
		LEVEL 6	ITEMS PER PERSON	0 0.0	1 0.1
	HIGH	LEVEL 7	ITEMS PER PERSON	2 0.1	6 0.3
		LEVEL 8	ITEMS PER PERSON	0 0.0	2 0.1
		LEVEL 9	ITEMS PER PERSON	0 0.0	2 0.1
PRODUCT SPECIFICATION INFORMATION			CREATION RATE	0%	4%
WRITTEN ESTIMATE INFORMATION			CREATION RATE	0%	0%
ACTIVITY TIME INFORMATION			ACTIVITY TIME (PER DAY)	5.1	5.6

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**FIG. 6**

EVALUATION REPORT (SALESPERSON: ONE'S DIVISION)			
CLASSIFICATION	RANKING	EVALUATION RESULTS	ADVISE INFORMATION
NUMBER OF REGISTERED SALES NEGOTIATIONS	B	NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER : 5 STANDARD VALUE: 7	ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS .....
.	.	.	.
.	.	.	.
.	.	.	.
PRIORITY CUSTOMER WHOM YOU SHOULD VISIT			
(SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7)			
CUSTOMER NAME	PRODUCT NAME	UNIT COST	AMOUNT
ABC LTD.	PPC 001	xxx YEN	2
.	.	.	.
.	.	.	.
.	.	.	.
ESTIMATE PROCEEDS		...	
xxx YEN		...	
.		.	
.		.	
.		.	

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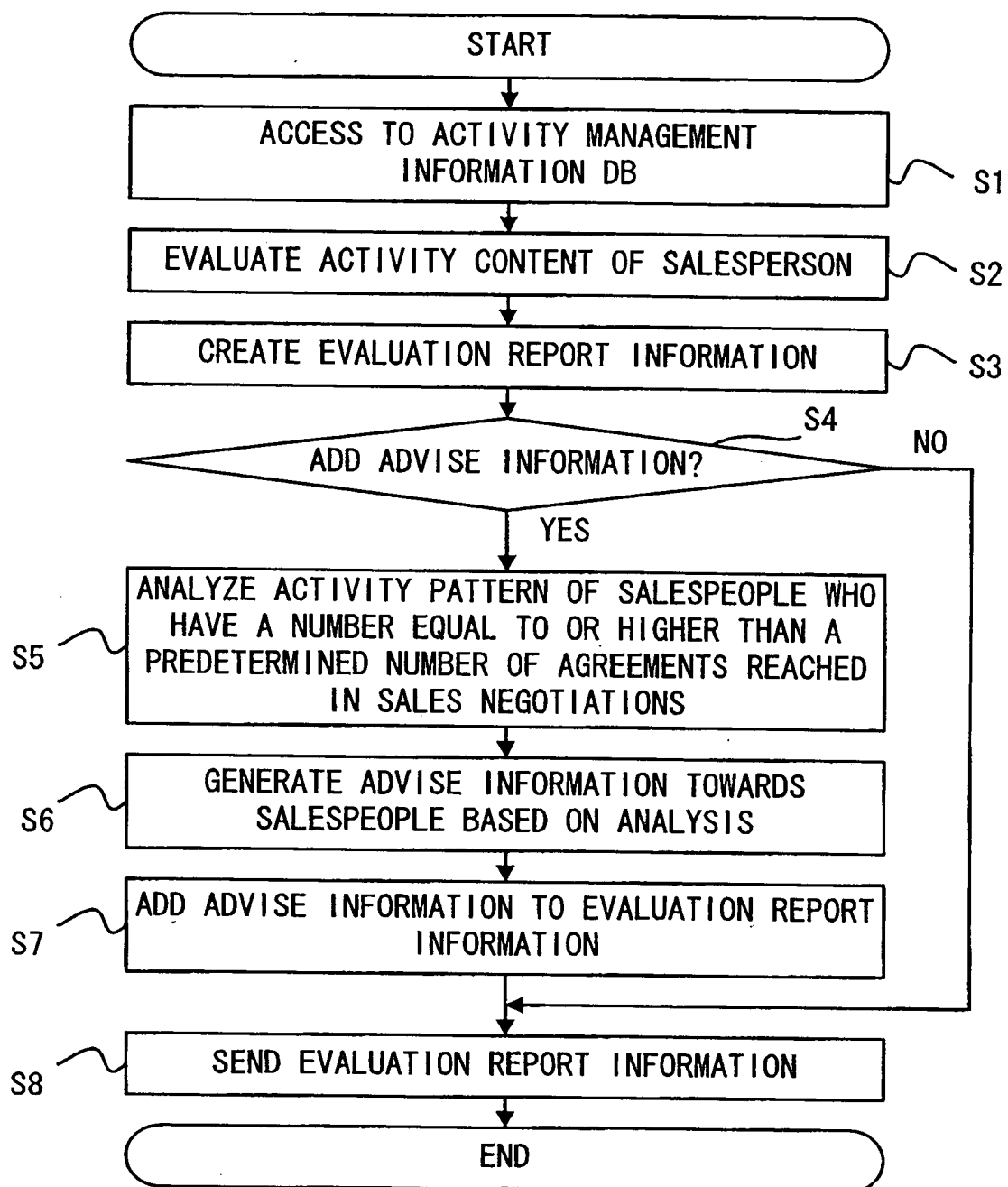
FIG. 7

61	62	63	64
EVALUATION REPORT (SALESPERSON: ONE'S DIVISION)			
CLASSIFICATION	RANKING	EVALUATION RESULTS	ADVISE INFORMATION
NUMBER OF REGISTERED SALES NEGOTIATIONS	B	NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER : 5 STANDARD VALUE: 7	ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS .....
· ·	· ·	· ·	· ·
PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7)			
CUSTOMER NAME	PRODUCT NAME	UNIT COST	AMOUNT
ABC LTD.	PPC 001	xxx YEN	2
· · ·	· · ·	· · ·	· · ·
ESTIMATE PROCEEDS			
		xxx YEN	· · ·
MANAGER COMMENT			
WHEN MAKING CUSTOMER CALLS....			

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FIG. 8





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FIG. 9

